THREE EVANGELISM BOOKS JOINED TOGETHER

Evangelism guide

Street/Campus evangelism
Door knocking
Cold Approach

JOSEPH SULLIVAN
This book is 3 books in 1.

- Street and Campus Evangelism 101
- Door knocking Evangelism Guide
- Cold Approach: Personal Evangelism Guide

I pray God blesses you as you read these books on evangelism.

May our Father lift your work and spiritual interests up, as you serve Him.

Joseph Sullivan

Please note: these are individual books, placed in one book. They will look differently; they will be entirely different books.
STREET AND CAMPUS EVANGELISM 101

THE RIGHTEOUS ARE AS BOLD

AS A LION

Proverbs 28:1

Written by Joseph Sullivan

TRUST GOD, WORK HARD, THE REST WILL FOLLOW
Street/Campus Evangelism

The above picture is of Bible study signatures I got in a few weeks of doing college and street evangelism...

“Boldness comes to those who choose to begin... The more you do this work the easier it gets.”

The book will cover 3 main themes:

1. Street and Campus evangelism prep...
2. The methods and work in doing the event of outreach...
3. The follow up with those contacts that are reached...
Preparations for setting up an evangelism tent booth...

1. I went to Walmart and got an easy set up 8X8 canopy tent, 2-3-fold up chairs and a fold up plastic portable table. I put these in the back trunk of my Toyota Camry when I go to a evangelism event. When I travel to a place for outreach and it is away from the parking lot, I also bring a "fold up wagon" to carry the supplies. I can put everything in it. I got this at Walmart too. But you can Google this product as well, to find other stores.

2. I get a tablecloth, signs, and banner, to give the booth, the right look and to give a professional feel to it. This helps build trust.

3. For the same reason, I also get Bibles and religious DVD's to place on the table, with a sign promoting them as free. Giving this away is not the best
method. But they can be used as bait to get their attention. And these items, can still be used for this reason.

Methods...

1. For the beginner, holding a Bible up and asking, "would you like a free Bible?" can be good attention getters. The response does not matter, the fact that they talk back to you does. From there, you can focus on asking them for a Bible study.

2. The goal is to get Bible study signatures. This is more effective than having Bible discussions at the event or in passing out material. Though such actions can build a connection with the contacts and should still be done, if the interest is there.
3. The invite for college, "would you like to sign up for our on-campus Bible studies?" On the street, "would you like to sign up for our church Bible study?"

4. When I worked doing college or street evangelism, I made a sign-up sheet that had the Bible study place listed. Example: if the street evangelism site is near Taco Bell, I will list that as the Bible study site. Example: if the college evangelism site is near the library or food court, I will list that as the Bible study site. I'd also write below the contacts info, they give on the sign-up sheet, a description of the contact, to help me remember that person.

Idea's for this work

1. Add to the sign-up sheet, a check box for people to mark off, “free rides to church." This can help people who don't have transportation, get to worship and through this, build spiritual bonds with church members and the congregation as a whole, as well as hear the truth. I either pick them up or if I think they are safe, have a church member pick them up. Or I have Uber pick them up.

2. When talking about the Bible study with female contacts, let them know it will be in a group setting. Let them know a female will be present. When I study with a woman, I try to always bring a female. This helps ladies feel more comfortable. You can do this with guys as well. But they tend to be more comfortable with one on one studies.

3. Text those who signed up, by name, the same day. The more time that passes the less likely they will follow through. I text a warm, personal message, letting that person know who I am, why I am contacting them. I make it a point to thank them for signing up. And I add them to my phone directory, with EV before the name, so I will know it is a contact who is calling/texting, if they call/text back.

4. On the sign-up sheet, I have a section where contacts can sign up for the preferred day(s) and time(s) for a study. The more they commit on paper, in signing date, time,
as well as their name and number, the more invested they will be. When I text them, I mention the day and time they committed to. Ask if this is still a good time. Sometimes contacts don't respond that week, or even the following, week. But much later. I have found when I get 20-30 signatures, I tend to get 1 text back for Bible study on average.

5. When I'm at the event, I try to be personal. The longer the interaction the better. Though this is not a must. It helps. Being humble, "meek as milk" in approaching people, texting people, studying with people, makes a difference. If I talk with a contact about something, their mom dying for example, pray with them about a struggle they are having with their job, etc. I mention what we talked about in the text. If something happens while with them at the evangelism site, that we both find interesting, I will mention that as well. Note: if someone wants you to pray for them, this helps build a bond. Rapport is important in outreach.

6. I always text someone who signs up for a Bible study or wants a ride to church. Calling a contact puts them on the spot, makes them uncomfortable, and is not as effective.

7. When I text them about time and location, I mention I'll be wearing a red shirt, or something they can notice me in. I get to the study place earlier. If the place is known to be big or crowded, I text for us to meet up outside. I say "we" when talking with them, in connection to a Bible study, so they know it won't just be me. Also, the day of, if it was a while since I texted the contact, I text a reminder, like "Hey, (name) we'll see you soon, we are looking forward to talking with you again."

8. When meeting the person, if I'm not sure if a newcomer is the contact, I ask. It does not hurt. Sitting there and waiting for someone to approach you does not always work. People tend to be passive. So, if someone comes in, I try to check.

9. Same thing when doing street or campus evangelism at a booth. Don't be passive, approach someone, wave, smile, talk to them, invite them to a study. It may be hard at first, but the more you do this the easier it gets.

10. When I meet someone for a study, I bring a salvation, study aide. I tell them when we sit down, that we'll begin at the basic's first. I do the study in one setting. The more time passes in doing studies, before teaching all of salvation, the more time the pastors, parents, etc, will work on them to undermine the studies. Grounding them in salvation, in one setting is best. Then in the church/Bible authority in the next (one) setting.
11. My (one setting) teaching tools are download-able and free, if you want to check this site out. Visit [www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism---free-material-store-page.html](http://www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism---free-material-store-page.html).

12. You will also learn key teaching techniques at this above website page. This link has my evangelism blog, that is worth checking out. It will go into further detail on street/campus evangelism. At this website you will also be shown a wide range of helpful resources.

**College preparation:**

1. First you scout out the college ...

2. Then you find the student welcome center...

   A. Ask about. Get a map. Someone will let you know where to go.

3. Ask where you need to go to get permission to pass out free content at the free speech area? Important to use the word "free." Otherwise you will be classified as a money-making business and be required to either get a permit or spend money. College festivals, where companies set up booths, college groups set up booths, are good for that venue. Even
groups/companies, can get permission to set up on a specific day for their specific booth activities. Since not all colleges/US states have free speech zones, if they don't have such in your area, you can ask if they have festivals or fairs for companies to share "free" material. Ask about "being a vendor." If a college does not have a free speech area, (though most will), then you can pursue that avenue. Note: in the off chance they have neither, (though they should have one or the other,) then simplify. Grab a clipboard, backpack with Bibles, pen and sign-up sheet, and just walk around campus and invite people to sign up for a Bible study. Does not have to be complicated. Many college groups are promoting causes, so this by itself should not stand out. For more details on all of these formats see my blog at [www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism-blog-journal.html](http://www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism-blog-journal.html). Find out if your state supports free speech area's in colleges ahead of time. Google “free speech college states” or the like to find out.

4. Once you find the place at college to get permission, (for vendor or free speech) they will probably give you a sign-up sheet, for you to fill out, (though some don't require anything else. For the sign-up sheet, I personally give it back to them in person a few days before the planned evangelism event, to make sure everything is in order and ready. The sign-up sheet usually asks for your name, your group, when you want to do the event, what the event is about. Also, the sheet may ask where you want to do the event. It will probably have that question next to a map, on the sign-up sheet. You don't have to sign the sheet then and there. So you can look over the area's on the map and decide then. Note: I personally go outside of the booth and approach people or put the booth very close to the student walkway. Some places are so busy/ near foot traffic, you can stand in the booth and interact with people. Some places require leaving the booth. Don't do this in front of college staff. But I've never got in trouble for leaving the booth. As long as I stay nearby and if I see faculty "watch dog" patrol staff, I stay in the booth.
Street Evangelism work:

For most locations...

1. Like beach board walks, town parks, street areas near social events, like rock concerts, circuses, sport events, etc, near an atrium, or Colosseum, you can just stand in a high foot traffic location or move about to approach people, inviting them to a Bible study. Think outside of the box for locations.

2. Colleges, flea markets, fairs, festivals, vendor event dynamics are good for booths. Like with colleges, for flea market, fair ground, or other vendor areas, you go to the sales department. Go Online to find their info or visit the location when it is open and ask around.

3. The pro's of not having a booth is your flexible. You are not fixed in one place, you don't have to get permission to set up a booth by the gov or secular bodies. You can do this method just about anywhere. When asked to move, you can move to another location. It tends to be cheaper or even free.

4. The pro's with doing a booth in a location you have gotten permission for are two-fold, you tend to give your group more credibility, in having a booth, which helps with trust. A booth with a banner and table, chairs, signs, etc, is more legitimate in people’s eyes, then a person with a clipboard/sign-up sheet. BUT both WORK. People can trust both formats. But one format leads to more credibility.

5. Though it helps to appear official when doing outreach, it does not need to be the top focus. Think of door knocking for example. It does not have a high credibility
threshold, when we see someone come to the door, does it? Yet this is the main method the Mormons use to grow their religious group, successfully. And they are one of the fastest growing groups in the US. JW's too, use this as their evangelism bread and better.

6. Street evangelism can work anywhere with an invite, a sign-up sheet, a pin and a pad. You can go into malls, stand near grocery stores, or at bus stops or busy walkways. You can do this work at town parks, campuses, walkways near a football game or a concert, at the DMV or courthouse, etc. You maybe asked to leave, some places at times, (primarily store sites). But if you get used to this work, you can blend in and become less noticeable. And if you leave, you can always go to another location. If you leave, a place, you will still have had a chance to interact with others and share Jesus.

7. Malls may let you rent a booth, depends on the mall. If it is in the ghetto or if the mall is not doing well, the likelihood increases. Rundown neighborhood are less picky with tables being set up by the side of the road, (for outreach). You'll probably notice, barbecue or Mexican food vendors set up with a small tent and table, selling food, in such places, near a gas station or in an empty parking lot. I've seen such as well as clothing or car washes being offered by the side of the road, in run down communities. Regulations and rules are more lax in such communities. This is ideal for street evangelism, (if you want to set up a booth/table).

8. Campuses are good starting points for outreach in this field of work. You can either rent a vendor booth on campus or (if it is a free speech zone) sign a form to be allowed to put up a booth/table. If neither formats work, you can always just bring your sign-up sheet and walk around campus inviting people. If it is a large campus, it is easy to blend in.

IN DOOR KNOCKING, IN STREET/CAMPUS EVANGELISM, IN ANY FORMAT OF OUTREACH, for best results, focus on the poorest communities. The more people are hurting, struggling, etc. The more likely they will be in response to the Gospel. Not saying don't do other areas. I am just saying these areas are good places to target. Work in a million-dollar community and in a homeless and poor community, you'll notice a difference. Both will respond. But certain areas will require more time and work. www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism-blog-journal.html
THE BEST PLACES TO DO EVANGELISM, ANY KIND OF EVANGELISM:

Best places to work are in the area's where people are poor or hurting. Target these areas. Search (on Google, etc) for the key words below to find such area's in your local vicinity. Poor people tend to be less guarded, defensive, and more open and willing to hear the message. They don't have for their abodes, "this is my castle," mentality. They are less territorial in matters of people visiting. They also tend to be more warm and friendly. Door knocking, street evangelism, campus evangelism, cold approach, etc, has a more receptive response in poorer environmental locations. I am not saying don't do evangelism in the middle-class area's or upper-class areas. I just want you to be mindful of these truths. Know you can get results anywhere and with any financial class. But this demographic is more receptive.

BEST AREA'S -
• Housing area's - the Projects
• Government housing
• Homeless Shelters
• Recovering Drug addict apt or housing
• Nursing Homes (especially in poor areas)
• ALF (Assisted Living Facility) - government run or charity run. Best in poor areas.
• Mental illness apartments or housing - government run or charity run.
• Disabled or veteran apt or housing
• Mobile housing/trailer parks. Best in poor areas, which is not in vacation trailer park communities.
• Getto's
• Run down hotels (where the poor live)
• Battered women shelters
• Runaway teen shelters
• Welfare housing
• Social Security/SSI disability housing/apartments
• Homeless teen shelters
• Basically, any place you can think of, where people are hurting or financially poor.

Things to note: on the poor.

Pro's - they tend to be more receptive. Con's - they tend to need rides to church.
Pro's - they tend to be more dependent on you, (spiritually) which gives you more openers, to work with them and save their soul, then ground them. They are poor/hurting so they have alot of internal spiritual problems they may need help with, (depression, self-hate, anxiety, etc).  Con's - they (same as above) tend to be more codependent due to their spiritual struggles. They will take more time and emotional investment.  But that is what being a Christian is supposed to be about, loving, serving and helping others, spiritually.

The world ignored Jesus' invite to His banquet. Those who had possessions, blessings, family, etc. So, what did Christ do? He invited the poor and hurting - Luke 14:15-24.

Street and Campus Evangelism Works!

“Street and Campus evangelism gets easier with time, especially with a supportive church or with helpful Christian friends. The first time figuring how to set everything up is tough, the first event is intimidating. But once you do event after event, you will get more used to this productive work. For me in my experience of doing an evangelism event for 3-5 hrs, (in the poor area). I tend to get 10 signatures. When I get 20-30 signatures, after a couple of events, I tend to get a text response back from texting a contact for a Bible study. I've gotten alot of Bible studies doing this method. Noted evangelists in the kingdom, like Royce Bell, Ricky Shanks, have had success in getting signatures and interest doing this. I've learned from them. And now am sharing what I know with you.”

Pray God blesses you in this work. In His Love,
Joseph Sullivan
Door knocking

Introduction:

I've been running into a lot of great results with door knocking through the years. I've got Bible study signatures, have had visits to church and have had Bible studies. For me, I've found that door knocking is best perceived as a sprint, not a marathon. I'm excited about door knocking. It takes a great deal of work and time. But it works. It seems like many church members are interested in doing outreach in this venue. 200 churches will be doing outreach on the same day, (timestamp 2019 - October). It's a pretty interesting read. See link. https://nextdoor.housetohouse.com

Large groups of Christians doing door knocking is not a new concept. We Care has converted in a campaign 100's in door knocking, by getting a large group together to do His work. www.wecareministries.com/index.html

I was watching a video awhile back about a group that is doing door knocking. For every 100-150 people, (interacted with) they got a Bible study. They have had many baptisms due to this work. See stat's in video. www.facebook.com/1754325674867628/videos/1772753949691467

Teams matter in door knocking. The larger the better. This link details a group of (denominational) college students who did door knocking for 12 Friday's in a group and brought 43 "to the Lord." https://swbts.edu/news/everyday-evangelism/first-person-door-door-evangelism-actually-works/

The bigger the number or the more frequent the work each month, the faster the results.

But please keep in mind, a handful of people doing outreach, once a month is powerful too. Results will come slower. But they will come. A group of 5 people for a year, did door knocking once a month for an hour each month. That is 12 events/hours in a year. They got for 12 hours’ worth of work two Bible study contacts. During that time, they contacted about 144 people.

Door knocking thoughts...

I was reading last night on a stat page, a Mormon stat about door knocking. That if 1000 homes were reached in canvasing an area, then one of the contacts, would lead to a study. These are high stats. Yet these Mormons still... get out and do door knocking work.

As with anything (method wise) in evangelism, door knocking is about getting a commitment.

Example: Now...if I give people tracts. I don't tend to get a Bible study at the flea market, campus, street, door. But if I get someone to commit to an action, either signing up for a study or having a study, then results follow. When I was first started evangelism, I'd work at the flea market once a month for 5 hours. During this time, I'd hand out flyers for a year. Guess how many studies I got? One. In one day
of asking people to sign up for a Bible study, working for 5 hours, at the flea market, guess how many Bible studies signatures I got? 3.

Having people commit/make an emotional investment, is crucial. When they agree to study with you and give you their signature, that’s a commitment. When they agree to have a study, then and there, with you, that is a commitment. Know in door knocking, that inviting people to church does work. If you connect, talk with them. If it’s a personal interaction. It does work. I know people who have come due to such invites. But in any venue, this should be secondary in focus to getting a commitment.

There is alot of interesting facts about door knocking. I’ve put on this site link here www.churchofchristevangelism.com/methods.html

Another good link on door knocking can be found here www.bible.ca/evangelism/e-door-knocking.htm

Things to remember:

Keep in mind, as with anything it takes time and hard work to gain results in any pursuit worth having, including door knocking.

_The people who say door knocking does not work are those who expect maximum results with little effort. Nowhere does such a expectation pan out in careers, education, relationships, fitness, etc. Doing anything worth doing, is a process, it requires consistent investment and routine._

_Marriage does not happen on 1-3 dates. A successful job does not happen when no resume is shared and when no career seeking is done. A degree does not occur without a great deal of energy and study. A fitness goal is not obtained when the gym is visited once or twice or even a half dozen times._

_It tends to take months to gain results in these areas. Yet with door knocking if someone does it once a year with a few members from church for a Gospel Meeting, they sigh and say, well I guess door knocking does not work. Which is silly. Evangelism works. I have saved souls. I have grown churches. But it was through the process of being consistent._

The Door knocking process: Prep work - How I get started. .. in planning the location.

1. First, I google my church address on "Google Maps." When I am on Google maps, I can see the streets around the church building and the numbers of houses on each street. I can chart where I am going to go. I can pick the street(s) I want to walk down. I then will print copies (for the group or just for myself, if I am doing it alone) of the map out from the Google map page.
This picture shows (some of the places) where I have gone with my evangelism group. You can see the number of houses. You can mark up the places where people were contacted. You can highlight the designated areas.

You will notice the blue x marks. These are the positive results (church visits, Bible study signatures, Bible studies,) we have had.

**When you go out to do such work...**

1. Print out the Google map to highlight the area you’re going to work at.
2. I'd encourage you to have other sectioned areas on the map as well. In case you surpass (in visiting) the first area, and you still have energy and desire, you can always visit another connected area in the neighborhood.
3. Record the last visited house address on printed map to know where you stopped.
4. Log in the amount of people contacted and houses visited.
Mental Preparations to warm up for door knocking:

Mind hack: social technique.

1. Talk to 5 people a day. It can just be a good morning, while walking the dog or hello at Starbucks, etc. This will help to warm you up socially.

2. Mind hack: every morning look in the mirror and pretend your greeting someone. Verbally say, "hi, my name is ________, it's a pleasure to meet you. What's your name?" Practice saying this phrase with warmth and enthusiasm. By doing this exercise daily, you will become naturally more social, personal, enthusiastic, friendly, warm, in your interactions. This exercise will help in your evangelism work in doing door knocking or other outreach methods.

This will also change your interpersonal life. When you speak enthusiastically about having a Bible study, that is attractive. More so then being unenthusiastic about what you are presenting. Have you ever had someone come up to you and in a dead tone invite you to do something? How did that make you feel? Probably such an invite would be unimpressive. Have you ever had someone warmly, personally and enthusiastically invite you to do something? How did that make you feel? Probably such an invite would have gotten our attention.

Practice giving an invite/talking out loud with personal excitement, warmth, love, happiness, enthusiasm. These emotions are more effective conveyed, then neglected. How we present a invite makes a difference. :)

Choices...in interacting with the opposite sex.

I have been a part of get togethers. I have met up with preachers for "personal study evangelism" or "coffee shop evangelism," (this outreach is geared to perk interest in others through meeting together in a public forum, like a restaurant or coffee house, to study the Bible. People will come up from time to time and ask, "what are you studying," (or the like). They can be invited to the study (or a future study) and/or be given materials about the church and salvation).

In the different seasons of my life, I've interacted with different saints in such work and other outreach activities. While doing "personal study evangelism," I've seen some (married) men burn and plainly undress a woman right there, while conversing with her. I've seen men leering at a woman, while talking about the Bible and watching that lady in the store move about.

*Outreach is not for those who cannot control their passions.*

Evangelism is not for those people who see a sex object instead of a soul needing a Savior.
I know we have desires. But they can and should be met at home. A married man or woman should find emotional and physical satiation in their mate. A single person or someone in a relationship, (yet unmarried), should seek non sinful outlets to remove the sexual desire from their bodies.

Removing the "fire" from one's body, should be done by all groups, (single/relationship/married) before doing outreach. Let us never give the Enemy power over us and undermine God's work.

Personal Note: what works for me, is taking a cold shower, (I take a hot shower, then turning it to warm for 5 minutes, then to cool for 5 minutes, then too cold for 5 minutes. This maybe uncomfortable at first, but if done daily for a week, you will begin to get used to it). You've seen the TV sitcoms that tells a man smitten, to take a cold shower. It actually does work to dampen one's sexual urges and desires.

I have studied with women alone in homes and in public social forms, etc. I've not had a problem.

But if you’re not comfortable with going door knocking alone (due to personal sexual reasons)...here are some options.

• Involve your husband/wife or boyfriend/girlfriend in this work. The preparation of door knocking and the work itself can be deeply bonding. This actively will also be richly rewarding in how in brings you both closer to God, (and each other).

• If you have a family, involve your son or daughter. Even if they are young, they can come along and learn. It’s a great (spiritual) growing experience and will deeply impress upon them the need to serve God spiritually/seek the lost. Such inclusion can affect them the rest of their lives. I knew of a preacher who (thoughtfully) would take his little grandson with him, when visiting others.

• Invite a close female friend or male friend to do this with you. A best friend should be interested in supporting your goals, (as you are theirs). This would be a great way to serve God and also spent time with a buddy.

• Invite your church preacher or elder to come along. Hopefully you’re at a church, where such support is given. Get a group together from church to help you.

• Invite a person you think would come along, a brother or sister in your local congregation, or a member from another faithful congregation. You can keep asking till you get a yes. With anything, if you seek long enough, you should find a worker, interested in such activities.

• If you don’t have someone to go door knocking with you. When you’re at their door, instead of offering to study with them inside, you can ask them to sign up for a study at a future date, where you can have another person present, (with you).

• You can invite them to come by and visit your congregation and share some materials about your church group.
Evangelism: It's personal...

**Law of Averages:** If you ask enough people for a Bible study you will get a "yes," if you get enough "yes's" (for a study) you'll get a conversion, get enough conversions you will grow your church. Outreach is about numbers, it's about the work required to meet people and get interactions. The more people reached; the more results will come.

**Yet it must also be personal**... Key factors need to be established. Have a plan, know of a format that works. For example, activities that are connected to personal interactions, work. Personal methods of outreach can be done through door knocking, street evangelism, campus evangelism, flea market evangelism. Such personal interactive formats play a role in results.

**Approaching people (with warmth and enthusiasm) and talking to people is important.** Doing poor methodology, like holding up a sign and doing nothing, (but standing around) will get you little to no results. Only passing out materials, (with no real social interaction) will get you little to no results. Social interactions are needed. Even brief ones that require a interaction and commitment, to some level. If you talk to people, if you get someone (to commit) to sign up for a Bible study or talk to someone and have them (commit to) do a study then and there, that's good methodology. The more social interaction the better. Just talking with someone outside their door for 30 minutes, is a (personal) win, (in door knocking).

Now, I am not saying flyers/tracts in themselves won't work. Please don’t misunderstand me. I have heard of stories where they have. But the odds of getting a result, go up, when there is a personal interaction, (a commitment to study, a discussion, a good interaction where people connected, etc).

**Remember this is a process...**

Please keep in mind this is a process. Other groups know this: The Mormons go to 1,000 homes before they get a study. For them it is about consistency and hard work. These are hard stat’s for Mormons. YET THEY DO THE WORK DESPITE THE STATS.

For us, these stats are much smaller for results, from 1-200 people, a result (church visit or Bible study) tends to happen. Know it can be person number 39 or person number 56, the 200 number is the averaging ceiling number. Besides knowing it requires time to generate interactions. We need to know the methods of success. The key is in being personal, (giving name, asking name, shaking hand, giving warm invite).

Mormons know 1,000 houses for a Bible study is worth the work. Can the Lord's people say the same thing? If that was what it took for His saints to get a result? Would we still try to save a hurting soul? Or would it no longer be important?
Most common statements of refusal when giving a invite to study the Bible

Note: these comments can also be applied to campus work, street evangelism, flea market work, etc. as well, as door knocking.

1. I already have a church, (may mention denomination).
2. I am saved already, (or something like that, I said the Sinners prayer, accepted Jesus as my Lord, etc).
3. I read my Bible (and sometimes I know my Bible).

These comments rarely happen. But they do, nevertheless.

4. I don’t believe in God, (I’m an atheist or agnostic).
5. I am Buddhist (or some other non "Christian religion, Islam, Hindu).

Gently and with personal warmth say...

1. Whether you’re at a church or not, Bible study is always a good thing to do.
2. Whether your saved or not, Bible study is always a good thing to do.
3. That’s fantastic! :) Reading your Bible is so important. I may have some useful Bible facts you may not have found. I’d love to share them with you, if you’re interested.
4. Do you have time to talk about it. I got some good resources that we can go over. (Have materials you can share or have them sign up for a study and share content later).
5. Do you have time to talk about it. I got some good resources that we can go over. (Have materials you can share or have them sign up for a study and share content later).

Preparation notes: Optional

Here is my website www.churchofchristevangelism.com/cards-for-tough-discussions.html

I have on the website, small cards, that can be placed in one’s Bible, that can share such content with people who are atheist/agnostic, Buddhist, Islam, (I don’t have any on Hindu, but the cards for atheist/agnostic’s prove the Bible is inspired and can be used for that purpose, to convince the Hindu).
You may want to compile a more comprehensive study, as well. Apologetic Press has lesson plans for people who believe the Bible is false, (which would comprise all the groups above). If you can convince them of its inspiration, you can win them over to what it teaches. The lesson plans can be accessed to download here http://apologeticspress.org/homestudycourses.aspx. These lessons can also be purchased at this store's site.

Methods in interaction...

The process that has led to results has varied. One of the people in my evangelism group invited someone to church, they came...they had studies. I did the same...same result. I have also focused on getting Bible study signatures for future studies. The people I've worked with have had success with that as well. The Mormon's don't dance around. They go up to door's, greet people with smiles on their faces, talk to them with enthusiasm, then invite folks to study then and there.

I'd encourage you to know what you’re going to say before you meet someone. And to have that firmly in mind. A script is something you write down, to get familiar with, for your future interactions with people. Below are to sample scripts I will be using. Scripts can always be updated, as one learns more and grows...

Read the scripts. Practice reading them out loud. See which one fits. Or make your own script.


Script A.

1. Knock on door. Greet person with friendliness and with a humble attitude. A "Meek as milk" attitude is not intimidating, nor does it create distrust. It is a much more approachable attitude, then arrogance, aloofness, etc.

2. I'll give my name and the context to being there. Example:

"Hi, my name is __________, I'm from the church right up the street. I'm here passing out invites for our church."

3. (Invite 1) I then hand a flyer. Saying..."We'd love to have you come and visit sometime."

4. Then main goal (2) invite: which in this case is going to be asking someone to study.

"Do you have a few moments to study the Bible with me?"
5. If the person says "yes," then excellent! If the person says, "I don't have time," (maybe it's a female who is at home alone and is uncomfortable) have a Bible study sign-up sheet with you. Say something like, "That's fine. Would you be able to study another time?" "I can have a Sister from church come with me..." If the person says, "yes," give them the Bible study sign-up sheet. They can add their name, address and phone number (and if wished what days are best for them). If no, let them know you hope they can come by to worship sometime, be friendly, talk with them if they are interested. Sometimes they'll start talking about spiritual things...but even having them talk about their lives, etc. is a win. It builds rapport. It increases their positive view of you and thus in what you were saying. They are more likely to visit the congregation and other venues may open up, through that.

Notes:

- The steps in the methods, (1. 2.) are good formats for any type of invite. You then can give a invite tailored to your goals, invite to church, to sign up for a study, to a Gospel meeting, etc.

- Giving two invites increases the chances of a yes. Inviting to church and then to a study. I've invited someone to one thing for them to choose to do the other thing I invited them to do.

- The use of the phrase "a few moments," let's people know it's won't be a long time. When doing studies, you can begin the lesson and after 5 minutes ask if they want to keep going? The "few moments" makes the study more likely. And once they have invested in sitting down with you, they are more likely to continue with the study.

- Please understand: These scripted phrases are guiding posts. They are pointers to use to help you out. Once you have practiced the script and are familiar with it, then...use the spirit behind the script, by speaking it, in your own words. You'll find in interactions with others, that you'll be conveying the points behind the script. But not the wording, word for word or the formula in the exact order above. That's fine. The point is to be grounded in the right things to say, (by going over the script). How you go about saying them is up to you.

Script B.

1. Knock on door. Greet person enthusiastically and with warmth. "Hello my name is__________." Extend hand and ask for their name. "What's your name?"

2. Say "it's a pleasure meeting you." Complement (sincerely) something you see in their yard, or a doggy you see at the door, etc.
3. "I attend the_________church up the street. Here is my card (or tract)." Hand card (or tract) to them.

4. "Do you have a few moments (gesture to the door) to talk about spiritual things with me and study the Bible together?"

5. While waiting for response...can talk about material to fill the silence till they say something.

Like ...This material is great, since...

A. "Some people are not 100 percent certain they are saved."

B. "And want to know more about what the Bible says for their lives ..."

Notes:

- Introducing yourself, by giving your name and by getting theirs builds rapport. Shaking hand, giving sincere complement, saying it’s a pleasure meeting you, also builds rapport.

- Mentioning the church, you’re at and giving them a card, (or tract) lets them know your legit in what you’re doing and claiming to be. Giving them material also indirectly promotes the church you’re at. Which they may want to check out, down the road.

- Letting them know it's going to be a few moments, makes the study less of a big deal to them, time wise, (the study can be longer than a few moments, after 5 minutes you can ask if they want to continue the study, they usually say yes).

- These questions are optional. If there is silence, it is good to fill it. These statements may connect with them in matters that deal with their doubts and interests.
Script C.

1. Knock on door. Greet person enthusiastically and with warmth. "Hello my name is ____________." "I'm from the church up the street."

   Extend hand and ask for their name. "What's your name?"

2. Simply say, in your most personal voice, as if you're talking to your best friend, "would you like to study the Bible with me?"

3. Can add, "I got some material, we can talk about, I'd like to share together with you." Mention the good points of the material.

4. I know there is not a church invite in this script. But the simplicity of just inviting a person to study with you, can be more intimidating and personal.

5. If they don't have time to study, have a sign-up sheet with you and ask if they would like to get together with you, another time.

Notes:

- Experiment see what format works for you. For any form of introduction and invite. Including the ones above, I'd encourage you to practice speaking it in your bathroom mirror out loud, with personal warmth and enthusiasm. You don't have to use either of the above script methods I mentioned. But a script should be formed and well established in one's mind, before one goes out. Nerves can cause the words to fly out of a person's head or cause one to give the invite with doubt. If someone is invited to a Bible study, and you're making a face. That does not invoke feelings of "yes" he's seriously wanting to study with me.

- When your reading out loud at a mirror, look at your warm, smiling enthusiastic face. When you do these things, your cementing these verbal and physical gestures down into your unconscious. Do this till your familiar with the script. Since it is your invite, you should know what you're going to say. Also, do this the day before the event, when you're going to be doing door knocking outreach. Know you don't have to be perfect when doing outreach. Mistakes will happen. I have made plenty through the years. But we do need to be prepared. I have dropped the ball so to speak in outreach in the past. But I have also brought others to the Lord. Mistakes are part of the process of doing this work. Know this...the more you do such (outreach) work, the more comfortable (and better) you will get.
Door knocking thoughts:

To do list and advice:

- Bible class: Door knocking prep work. Pick a day and time for the event.
- Search map locations online, I use “Google maps.” Find areas you wish to go to. Print out areas for the group to take. Highlight the places you want people to go.
- Let people know about the event and planned work: Get the word out. Talk to people, have the church make announcements, get commitments – have people to sign up for the event/email/text folks’ reminders.
- Be prepared ahead of time: Have handouts made, (either flyers/tracts/post card size/business card size).
- Have lessons ready to teach and people trained and ready to teach them: Have church members (who are interested and want to teach) go over a lesson plan with you. Either in church during a special Bible class or at one’s home. A teacher can teach the class, folks can see how the class is taught and get familiar with the content in the lesson book, by being in the class.
- Encourage the preacher, deacons and elders to come. Absent leadership can negatively affect church zeal and outreach work. A leadership that gets behind outreach work, will encourage and motivate others. Regardless of such support, however, people must focus on getting such work done!
- When the evangelism group gets together: Divide the group that comes into sub (smaller) groups of 2. If certain folks want to just invite people to church, put them in one category. For others who want to do Bible studies, put them in another category.
- When going to a door knocking event: Have a backpack or carry-on bag, with you, if you are bringing your Bible/lesson books, pens, sign up sheets, etc. You can of course, also just put some of the items in your Bible and carry the Bible by hand.
- I put tracts/cards in plastic bags to give to group members ahead of time. Many of them put the material in their back pockets.
- The leader can have the workers, meet up at church building afterwards to talk about the interactions, (whatever the group members had, whether discussions, interest shown, complements, asking for prayers, Bible questions, etc). Have members share how many people they interacted with, (socially contacted). Names and house locations. It’s good to record the number of folks reached and number of homes visited. And any positive interactions people had.
- Leaders: Encourage the people who came out. Get together with saints afterwards to chat and grab a bit to eat. Text or email group and commend their work.
Door knocking facts:

1. Mormons find doing a poll works, https://latterdaysaintmag.com/article-1-13470, yet the point of the poll is interaction. At the bottom of this site's link, you will see comments. Some about how Mormon folk use dialogue and questions to stir people to Biblical conversation and interest, when conversing outside their door. **What this article points out, is this: giving no personal introduction or social dialogue. Just a "here I am attitude" listen to me, is not effective.**

2. When door knocking: Talk to them to get interaction, ask them about things, secular and spiritual, (to build rapport and keep the conversation going). You can talk to them about their dog, their lawn, etc. Ask them questions about themselves. Let their answers be steppingstones to ask other questions.

3. Remember in the discussions you have with folks, to insert spiritual comments/reminders, (of church/Bible study, etc). This will get easier over time, when doing this work. Focus on creating a dialogue. Ask people questions, (both secular and spiritual) to keep things going. The more you do door knocking the better you will get at this.

4. When door knocking: Ask them spiritual questions, talk with them, communicate. Interact with them, ask them about how they were saved. Talk to them about scripture, their spiritual history, their spiritual interests, one does not have to be invited in a home, to get a Bible discussion going. Get them thinking. The discussions may react them then or down the road, through the seeds you plant in their minds.

5. When giving the invite, asking if they are saved: if someone replies, "they are saved," when you ask them about this, ask if you could come inside and hear about their "salvation experience." Then, (if they let you in) ask if you can share yours, once they are done, sharing their "salvation story." They will be more inclined to do so, if you took the time to hear theirs, "salvation story."

6. Don’t just pass things out and be impersonal. Get a commitment from someone, by giving them your name, trying to get their name, trying to get a Bible study, or a social interaction, or a Bible study signature (for a future study), etc. Just handing people stuff and saying, “take this,” is not a personal interaction, (a personal interaction requires social interplay between the parties). Personal interactions matter.

7. If someone at the door says they are a pastor, secretary at the church, a deacon of the Baptist assembly, etc. Jump on that. Say, something like, "you must love talking about spiritual things! Since you are such and such, (one of the above)." Then ask about having a Bible study.

8. Be in the right mindset: if you think negative thoughts, if you don't want to be invited inside, if your hating the work, etc. Guess what, you'll get the results of what you’re doing. Think positive, be positive, friendly, social. This makes a difference.

10. Don’t travel to a door or in groups (walking down the street) in large numbers. Stay in groups of two. You can interact briefly on the street to ask questions/get more materials, etc. But if folks see a dozen folks they don’t know walking around together, it is a turn off.

11. Remember you don't have to be perfect, or a social expert. You don't even need to do the above techniques, (though they will help). Simply inviting people to church, after a personal interaction, (introducing yourself, giving your name, shaking their hand and asking their name), then giving them a warm invite, is what matters.

12. Do your best then give it to God. Always be willing to learn and grow. Don't go through the motions. But at the end of the day, it's in His hands. Do your best, then give it to Him in prayer. Try to enjoy the process and have fun. Don't be so focused on the results that you stress out. If you are willing to learn, adapt, work and put in the time. If you work long enough, reach enough people, (and are personal in greeting people/introducing self). Results will come.

13. Don’t talk negatively (or in any context), about the people contacted, in front of their house or in their neighborhood. People you talked with, can hear you. Neighbors can hear you. This is counterproductive.

14. You can canvas the same area after 6 months, their tends to be different people answering the door, each visit to a community. The more time goes by the more things change, like having new people who have moved into a house, a college daughter gets the door instead of older brother, etc. Also, people do not always come to the door, when someone does, it tends to be a different house.

15. The Myth that says you must do door knocking on the weekend, is false. I've ran into the same numbers during the work week. Many moms, grandparents, couples, college folks, stay at home dads, adults who are unemployed or not working, etc. are at home.

16. On average (per hour) when I went door knocking, I met at least 6 people. This is the minimum average. It tends to be more. Sometimes a lot more. One hour I reached 20 folks, while door knocking by myself.

17. Get a team together. If you get 10 people, who work in subgroups of 2, (or 5 people in single subgroups of 1), if they reach on average 6 people an hour, they will reach (at the very least) 30 people per event. Do that weekly for a month and that's 120 people reached. On average it's 1-200 people one needs to reach to get a result. Again, remember the law of averages. We must reach many people, to increase the likelihood of results. Again, it could be person number 10, who responds. But the ceiling for getting the result maybe higher.
18. Try to have conversations with people. Look for "qualifiers," in your discussions. If someone says they don't want a Bible study, but mention how bad their kids are struggling spiritually, offer Sunday school and detail how it can help. If someone is talking about not having a church, or if they mention they are lonely or bored, etc., mention your church and give reasons on the things they mention, to come visit. If the person is suffering from depression, etc. Offer Bible counseling, (you or your elder or preacher, can do). It may take time to get good at this, but with practice, you will.

19. Best places are poorer communities, (though all places work). People tend to sit outside or walk around, where you can strike up conversations. People that are poor, tend to have more struggles. Such folks in this context may be receptive.

20. Also, visit areas where the mentally ill live. Google "mentally ill apartments," or use other such search words, that can help you find hurting people. Like “ALF near me” or “Assisted living facilities.”

GOV Apartments or homes where the physically disabled live, the addicts, the mentally or emotionally struggling live, is a good place to go. These people sit around all day, they don't work, they have very little to do, they are lonely and broken. A good rule of thumb is this: go where the broken people are. Going to Nursing Homes is another good example of reaching (hurting) people. Door knocking can be done at these places.

21. Immigrant locations, (African, Latino, South American, China, etc.) especially where people are brand new to the states, is also a positive place to work as well.

22. To successfully reach people, remember it's about consistency. Doing door knocking once a year or every blue moon, is not consistent. Results will come in equal amount to the numbers reached and the work put into the amount of evangelism events you do. 1 year, I did door knocking once a month, (for an hour) with my evangelism group, we got results, but the results came more slowly. Leaders: I’d encourage a church to divide the evangelism group up. For those who want to do this work once a month, set up a day/time each month to do this work. If some folks are really wanting to work more often, set up a weekly time/date for you to get together with this group.

23. Door knocking is best done in numbers, the larger the number the sooner the results. It needs to be personal. Introduce yourself, strike up a conversation, (if you can). Focus on being social and friendly. Door knocking is a process and takes time. But if you do the work and put in the time and are consistent, you will get the results. Even if it is just one Christian doing door knocking. If done consistently and regularly, results will come. A small group did door knocking once a month for a year. That was 12 events/12 hours. They got results.

24. Try to not make it about results only. This can discourage you and your work team. Make it about following God's command to fulfill the great commission, (that of sharing Jesus). Talk to
them about the good their doing. The great conversations they had with people at the door, the Bible signatures they got, the people who wanted to be "prayed over," in the concerns they are facing, etc. Let the evangelism group know the good things they are doing. Remind them of the great spiritual growth you are seeing of them, (of such things you witness). Also, remember if seeds are planted, even if you don’t see the results, from certain interactions, it does not mean results have not happened. Example: I had a person saved, who first heard about the COC and salvation from someone else, then when I went door knocking, he asked to know more...

25. Reward your evangelism group, get together with them afterwards for a bit of food and conversation, at a nearby restaurant, etc. Let them know you appreciate them. Support them in verbal encouragement and being their friend.

Final thoughts: Door knocking - Targeting

Best places to work are in the area's where people are poor or hurting. Target these areas. Search (on Google, etc) for the key words below to find such area's in your local vicinity. Poor people tend to be less guarded, defensive, and more open and willing to hear the message. They don't have for their abodes, "this is my castle," mentality. They are less territorial in matters of people visiting. They also tend to be more warm and friendly. Door knocking, street evangelism, campus evangelism, cold approach, etc, has a more receptive response in poorer environmental locations. I am not saying don't do evangelism in the middle-class area's or upper-class areas. I just want you to be mindful of these truths. Know you can get results anywhere and with any financial class. But this demographic is more receptive.

BEST AREA'S -
- Housing area's - the Projects
- Government housing
- Homeless Shelters
- Recovering Drug addict apt or housing
- Nursing Homes (especially in poor areas)
- ALF (Assisted Living Facility) - government run or charity run. Best in poor areas.
- Mental illness apartments or housing - government run or charity run.
- Disabled or veteran apt or housing
- Mobile housing/trailer parks. Best in poor areas, which is not in vacation trailer park communities.
- Getto's
- Run down hotels (where the poor live)
- Battered women shelters
- Runaway teen shelters
- Welfare housing
- Social Security/SSI disability housing/apartments
- Homeless teen shelters
- Basically, any place you can think of, where people are hurting or financially poor.
A good idea in door knocking:

If you read the EV blog, you will learn more about the evangelism work I am doing. You will read about the door knocking work at Northside apt. I encourage you to read this blog. It will detail any important themes on outreach.


May God bless your work! Keep on keeping on.

Putting in the work will lead to the results.

Joseph Sullivan

For more door knocking info and other evangelism resources:

- www.churchofchristevangelism.com/methods.html
Cold Approach

I tend to have success with Cold Approach. It is one of my favorite methods. It's social and for all occasions. The method is geared for people you meet at work, the gym, the grocery store, karate lessons, the barbershop, etc. who you chat up with. As with networking or in asking someone out, you approach the person, start a conversation, then steer it to a desired topic, like business, if you’re talking shop, or a cup of Joe, if you are interested in going on a date.

People are everywhere. This form of outreach can be used anywhere you go. You can use it when at the mall, gym, beach, etc.

Cold Approach (evangelism) is similar, to the above examples, but instead of networking or asking someone out, you steer the conversation towards spiritual things, like an invite to church or a Bible study. This format can also be used in talking with family members and friends. It maybe intimidating to think about doing this. It maybe way left field of what you think you can do. But if you want to personally grow in the ALL areas of social interaction, learning this method is worth it. In regard to evangelism, Cold Approach is a great way to do meet people, do invites and get contacts.

Examples:

Example 1: I go to Crunch Gym, in Tampa, FL. It is a small and a friendly place where people workout and can meet new folks. A denominational evangelist, named William Conner, goes there to pump iron. He looks like a Greek warrior and is a super friendly guy. What William does when he goes to the gym, each day, is talk to people. He builds connections. He makes people get to know him. He makes friends. When William talks to folks, he’ll invite them to his weekly Bible study group at St Joseph’s Hospital's cafeteria on a given evening. When William gave the invite to me, he said something like this, "I have a Bible study men's class, I teach, would you be interested in coming?" I said yes, I gave William my number, he texted me, I got the time and place from him.

I go to the gym and have done the same thing. I have gotten yes's and no's. I don’t go up to someone and give the invite right away. I start a conversation first. It's like asking a girl or boy out, when you were a teen. You did not walk up and immediately ask for their number or ask them out on a date. You talked with them first, build rapport, then you gave the (date) invite. Same thing with Cold Approach. This may seem hard. But the more you practice the easier it gets.

Example 2: Last Tuesday on May 14 (2019) while at Staples, (I was trying to make some evangelism materials), I talked with the 20 something, staff member working at the copy center, named Ariel. It was not a long talk, nor was it a soul penetrating discussion. Ariel was frustrated that the electricity went out in the store. We talked about prices for some materials I wanted printed and the electrical problems. I related with her frustrations. I was warm and friendly. Before leaving, I invited her to come to a Bible study group, (on Thursday's) I was doing. Ariel said "yes."
For me the stats (on average) are 1-10 people to get a "yes" response for a Bible study. It depends on where someone is at, socially. For different folks it maybe higher, it maybe lower. The better one get's the smaller the number gets.

Social enhancement Tips: to help in getting comfortable with Cold Approach.

- I'd encourage you to try to talk to 5 people a day. It can just be a brief hello or good morning. But this with time, will change your social (psychological mind) state. You will become naturally more interactive and social. This is a great way to warm up for Cold Approach. This daily method will also help to keep your social skills sharp. To learn more visit my Cold Approach page [www.churchofchristevangelism.com/cold-approach.html](http://www.churchofchristevangelism.com/cold-approach.html).

- Mind hack: every morning look in the mirror and pretend your greeting someone. Smile. Verbally say, "hi, my name is ________, it's a pleasure to meet you. What's your name?" Practice saying this phrase with warmth, love and enthusiasm. By doing this exercise daily, you will become naturally more social, personal, enthusiastic, friendly, warm, in your interactions.

Cold Approach tips:

- Remember anything in life that you felt uncomfortable doing, and kept doing, what happened, after a while? You got desensitized, and adapted, you internally got comfortable. This is the same. Easiest beginning point for me in Cold Approach, was to begin by talking with professional folks at stores, Walmart, Publix, Walgreen's, Dry Cleaners, Taco Bell, etc. If that's too much start with family or friends.

- It's about numbers in any method and in any performance of that method. Examples: asking people out on dates, selling a secular product via phone or door to door, advertising a brand online, getting support for donations at your company, etc. Results come when enough people are reached. Again, it's about numbers.

- If you do the exercises and get comfortable with socializing this should come naturally as well. The first few invites may be alittle intimating. BUT the more you do them, the more natural they will become, and such invites for studies, will become easy to insert in a conversation.

- Advanced optional method: Also, for openers, (saying something that invokes a desired response) after talking with a person, give a complement. About something spiritual you see, (give a truthful and sincere example, fact is most people reflect spiritual qualities, attitude, character, disposition, work ethic, friendliness, etc).
Point this out. Use the word “spiritual.” When you use an opener word, people will usually start talking about spiritual/religious things. When they start talking about spiritual things, this gives you an opener to ask about where they go to church, do they study the Bible, and talk about the religious things they value. When they start talking about this and express an interest in religious things, or in church or the Bible, you can give an invite, to church or to a Bible study, to meet the interests they have communicated. Again, this is optional. Experiment to see if you like this format or not.

- A less complicated way of doing this, is to simply, just give an invite after talking for a little while. Invite: "Hey I really enjoyed talking to you. You seem like a really spiritual person, (again give truthful and sincere examples) was wondering if you'd like to study the Bible with me? Got some amazing truths we can talk about.

- Find what works best for you. You can simply talk to people, then give an invite. Do what fits your style and personality.

I have a program, (I made), that has helped me become comfortable with approaching people. I used to be very timid and shy. The exercises in this program helped me overcome my fears. The program below will show you how to slowly, in baby steps, desensitize one's discomfort zones in approaching strangers.
Cold Approach: This Program is for helping people overcome social anxiety and discomfort in approaching strangers, so they can give a church or Bible invite.

This program is designed to help you learn how to get comfortable with people in new environments and social situations. The following exercises reflect that. They may seem stupid or silly, but in the below stages, they will help you acclimate to interacting with strangers. This program can be used individually and also as homework for soul seekers, in a Bible class. Of course this exercise material in such instances should be accompanied with proper Bible study material resources. If done in a group setting, in or outside of the church, encourage the students to talk about their experiences, and where they are at and their progress. Each person will reach the end of the program at different speeds. But a group dynamic will give the extra benefit of accountability and will be a support structure.

Before any exercise: First talk to people to warm up. If you’re very shy, it can be family, friends that you first practice on.

Go at your own pace. The more time and days you devote to exercises the faster your progress.
The goal is to interact with 2-5 people per exercise, until you feel comfortable with that exercise. Then move forward with the next social exercise.

We are all at different levels. So, certain exercises will be harder for some then for others. Some people will take longer finishing the program then others will. But this is not a race. Go at your own speed and level.

I have these exercises set for 2-3 days to a week of practice. Keep doing an exercise till you're comfortable with it. May take 1 time doing an exercise, may take many times of doing the exercise. It should not take longer, then doing them from 3-5 times. But if it does, know you are growing. You are facing walls and are slowing eroding the limitations away. As said before. Go at your own pace. Once you feel comfortable, then feel free to move on to the next exercise.

If you need some TLC and a week off. Feel free to take an emotional break. External behavior that causes discomfort and Internal change can be taxing. But know that, the sooner you get done with this program, the sooner you can get a new social life, (for God) started.

The more you do these exercises, the smoother, more confident, you will become. These actions build behavior patterns that will be more and more instinctive and natural over time; such patterns that are once done a few times can be redone, even under difficult emotional circumstances. Know that in tearing down your social limitations, you will also broaden your life, not just in evangelism but in all facets of life. This is a program to help you develop and get strong socially. But it does require you to go to the preverbal gym.
Stage 1: Beginner

People you know exercises: Environments.

Exercise 1: Talk to 5 people you know in a comfortable environment

Exercise 2: Talk to 5 people you know in uncomfortable environments. Start in your least uncomfortable go to places and slowly add more different environments, malls, gym, Movie Theater, etc.

Remember that each exercise should be focused on being down in a week’s time. Each exercise should engage, (unless specified in the exercise) 2-5 people. And each exercise should take no longer then 3-5 times to finish. If you can’t meet these aims, do what you can at your pace. It’s not a race. The only competitor you face is you. And the prize is worth the work, that of reduced limitations and social freedom.
Exercises for learning how to communicate and talk

Friend exercises

Exercise 3: Just talk to someone you know in a comfortable environment.

Exercise 4: Just talk to someone you know in an uncomfortable environment.

Exercise 5: Talk to friends as long as you can.

Stage 2: Intermediate

Exercises for learning how to approach Strangers

Exercise 6: Talk to 5 professional people at their jobs, cashiers at gas station, cashier at grocery store, cashiers in general, can move on to other types of professional servers, waitess’/waiters, etc.

Exercise 7: Go up to strangers in the outdoor mall, at Starbucks, in the park or other social area you know and give a statement remark, like “man it’s hot here,” “wow
they have amazing ice cream,” or the like, in comfortable environments. Do this with 5 people. Try to do so with others who are walking by you, like at a beach, park, parking lot, etc.

Exercise 8: Go up to strangers in the outdoor mall, at Starbucks, in the park or other social area you know and give a statement remark, like “man it’s hot in here,” “wow they have amazing ice cream,” or the like, in uncomfortable environments. Do this with 5 people. Try to do so with others who are walking by you, like at a beach, park, parking lot, etc.

Exercise 9: Go up to strangers in a comfortable environment and ask a question, even if it’s a question you already know, may even be easier if you do, like “do you know where the food court is?” or ”do you know what time it is?” Do this with 5 people. Try to do so with others who are walking by you, like at a beach, park, parking lot, etc.

Exercise 10: Go up to strangers in a uncomfortable environment and ask a question, even if it’s a question you already know, may even be easier if you do, like “do you know where the food court is?” or ”do you know what time it is?” Do this with 5 people. Try to do so with others who are walking by you, like at a beach, park, parking lot, etc.

Exercise 11: Go up to 5 strangers in a comfortable environment. After giving a statement remark ask a question or ladder question: Goal being, to try to engage in some dialogue.
Exercise 12: Go up to 5 *strangers* in an uncomfortable environment. After giving a statement remark ask a question or *ladder question*: Goal being, to try to engage in some dialogue.

The following three exercises are the most critical and are the foundational stones for building the bridge to social interaction.

Exercise 13: Try to engage people you know well and are close too, like friends, family, in your conversations. Ask them questions. Listen to answers. Rinse and repeat till comfortable. Try to keep the conversation going as long as you can.

Exercise 14: Try to engage people you know in conversations, coworkers, neighbors, church members, relatives, people you interacted with day to day, etc. Ask them questions. Listen to answers. Rinse and repeat till comfortable. Try to keep the conversation going as long as you can.

Exercise 15: Try to engage people you don’t know in conversations. Find reasons to engage and talk to them. Ask them questions. Listen to answers. Rinse and repeat till comfortable. Try to keep the conversation going as long as you can.

How to engage strangers? Ask questions on something you see, want to know about, or are interested in. If you are aware the person you want to engage is doing or wearing something, ask them about that.

When it comes to engaging, it helps to first start with talking to professional staff, at a store, hair salon, restaurant, etc.

You can also give a complement, followed by a question in connection to that complement.

Later when you are advanced and socially comfortable with approaching people, you can also just introduce yourself in certain social settings, like at a party, at church, in a college class or office meeting, at a gym. You can say “Hi I have not met you here before, I am” (name), and extend you hand.

The great part is, for the situation, place and occasion, when you do something and it works, the interactions and words you used, becomes a social pattern that can be done again and again.
Stage 3: Advanced

Exercises for learning how to connect through deep diving

Exercise 13: Practice talking to people you are real close to, friends or family about their hopes, dreams, goals, their interests. Till comfortable.

Exercise 14: Practice talking to people you know, coworkers, church members, neighbors, relatives, etc. about their hopes, dreams, goals, their interests. Till comfortable.

Exercise 15: Practice talking to people you meet about their hopes, dreams, goals, their interests. Till comfortable. Example, to cashier, how long have you been working here? (Response) Do you enjoy your job? (Response) What job would you rather have? Or are you going to college too, (for a future degree/job?)

Deep diving is the best way to build rapport: Basically this term means to show interest in people and ask them about the things they value and enjoy doing; talk to them about their, hopes, dreams, goals, work, family, personality qualities, hobbies, etc. Things they cherish.
Stage 4: Active missionary

Exercises for getting comfortable with outreach

Exercise 16: Talk to friends or family about general Bible stuff.

Exercise 17: Talk to friends or family on just their hopes and dreams, Segway after bring hopes and dreams up into spiritual things; this will take practice.

Exercise 18: Talk to people you don’t know well on just their hopes and dreams, Segway after bring hopes and dreams up into spiritual things; this will take practice. But with time you will become smooth.

Exercise 19: Talk to stranger on just their hopes and dreams, Segway after bring hopes and dreams up into spiritual things.

Exercise 20: Talk to stranger on just their hopes and dreams, Segway after bring hopes and dreams up into spiritual things. If they seem warmed to talking with you on such topics invite them to study with you, give

Don’t expect soul saving results. The goal of these exercises is to get comfortable. If results happen that is an added bonus.

It’s good to be actively part of a work that does outreach, or to be personally doing outreach. But even if you’re new, with practice in having Bible studies you’ll get comfortable in sharing the Word.

When inviting you can suggest meeting at a place like McDonald’s, Starbucks, IHop, Chick fil la, Perkins, etc. Some place you know that does not have a large crowd or has privacy. This is a good idea, if it’s just you doing outreach and you don’t want to be alone with someone in your house.

But if you do have Christian friends who are interested in studying with you or you have a outreach group helping you. This is great for support, though once you do get comfortable with studies, this moral buster will not be necessary, except as a buffer if alone with the opposite sex.
them your card or get their number. Again such will take practice. But with time will you become natural and comfortable with doing this.

Congratulations!! You've finished! You are now more experienced in social interaction then most people you will meet and know. Approaching strangers and getting a conversation is a rare talent and is seldom learned. For reminders and tips before you go, please remember to visit the Cold Approach page at the church of Christ evangelism website, www.churchofchristevangelism.com.

Thanks for having the desire to serve God and save the lost. We need people like you! May God bless your efforts !! :D

Sincerely,

Joseph Sullivan